

# the Exchange

The Newsletter of The Builders Exchange of Central Ohio • May 15, 2012  
Phone: 614/486-9521 • Fax: 614/486-7620 • bx.org  
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## Upcoming Drug-Free Classes

The BX is offering one-hour drug-free workplace training for your employees and supervisors to help you meet the annual training components of the BWC drug-free safety program (DFSP).

**When:** Tuesday, May 22  
**Time:** Drug-Free Employee Education 8 to 9 a.m.  
Drug-Free Supervisor Training 9:15 a.m. to 10:15 a.m.  
**Cost:** Employee Education  
\$35 for employees of BX member firms  
\$50 for nonmembers  
Supervisor Training  
\$55 for employees of BX member firms  
\$75 for nonmembers  
**Class requirement:** Students must submit a copy of their company's drug-free workplace policy prior to the start of the class.

Register online at [bx.org](http://bx.org) or contact Stacey Kruse (ext. 226) at the BX.

## Meet THE 2012 RISING LEADERS

### Ryan Konst

**Company:** Steven Shaefer Associates, Inc.

**Title:** Managing Director

**Years in Construction Industry:** 9

#### Rising Leader Comments:

"I enrolled in the Rising Leaders Institute for two major reasons:

The first was to expand my knowledge in areas critical to leading and managing an office; and the second was to expand my network and create relationships with the next group of industry leaders."

The Rising Leaders Institute (RLI), supported by a grant from the Builders Exchange Foundation, is an intensive, 12-session program focused on building management skills and business knowledge of high potential individuals, and preparing them to serve as the future leaders of the construction industry.

Participants in the Rising Leaders Institute are required to have a champion from their company, a manager who acts as their mentor throughout the program. Konst's mentor is James Miller, President with Steven Shaefer Associates, Inc.

With a curriculum developed for the Builders Exchange by The Ohio State University Fisher College of Business, the sessions are taught by OSU faculty members.

For more information and an application for the 2013 Rising Leaders Institute, contact Kelly Butler (ext. 217) or visit the BX website at [bx.org](http://bx.org).



## Safety Program

# Companies recognized for outstanding safety efforts



The Builders Exchange began the Safety Awards program 17 years ago and to date, more than 90 companies have been recognized for their exceptional construction safety performance. With each winner, the BX continues its goal of raising safety awareness in the central Ohio construction community. This year, 21 companies earned BX Safety Achievement Awards and two companies earned BX Safety Innovation Awards. All Safety Award winners will be recognized for their safety efforts at the BX Annual Meeting on Thursday, Nov. 15.

Each of the BX Safety Achievement Award winners were first judged anonymously by North American Industry Classification System Codes (NAICS) on the merits of the company's safety record. Information about the company's workplace injury and illness statistics, experience modification rate (EMR) and incident severity were all considered.

Selected companies then received an unannounced site safety audit where a team of BX judges evaluated safety practices in action.

With 37 total applications, 21 companies earned the distinction of earning a BX Safety Achievement Award. Of eight submitted Innovation Award applications, two earned top honors.

To win an Innovation Award, a company must submit documentation of unique safety practices or tools that the company has implemented.

#### Continental Building Systems

Designed temporary electrical outlet covers that provide a means to energize the permanent power earlier in the construction process.

The temporary covers attach to the permanent electrical boxes and provide access to a switch or outlet inside the electrical box. They are used in place of the final covers and come in a variety of shapes and sizes for use on outlets, light

switches, and GFCI outlets.

With the use of permanent power, the need for temporary power locations would be minimized or eliminated which in turn, would limit the amount of extension cords required. Having fewer extension cords would minimize tripping hazards and decrease the potential for shock from damaged cords.

The temporary outlet covers do not need to be removed to paint because they have a smaller footprint than the final permanent covers.

#### George J. Igel and Co., Inc.

During installation of 21-inch PVC sanitary sewer line, the plans required that the line be backfilled with CDF (grout). As the crew backfilled the line, the CDF leaked into the sewer line and hardened, making it difficult to remove or clean out. After the line was installed, removal of the build-up became a safety concern as it would require someone to descend a manhole approximately 17 feet, enter a narrow sewer line, crawl approximately 30 feet to the area of the build-up, and hand-chisel out the CDF. While feasible, this process introduced the potential for oxygen-deficiency, ergonomic constraints, and necessitated horizontal and vertical confined space rescue procedures.

George J. Igel and Co., Inc. addressed this hazard by designing a retrieval bucket that could be used to apply force to break up the CDF and drag it through the sewer line for removal.

The device fit the narrow sewer line and allowed a winch system to force an opening through the CDF. Using a mandrill fan, the crew ran

a ½-inch cable from the manholes on either side of the buildup, having just enough clearance to pass through the grouted area. Then the retrieval bucket was attached using the ½-inch cable and cable clamps. At the other end, a pulley was installed inside the manhole to allow a horizontal pull in conjunction with a vertical lift, making sure that no crew member would be inside the confined space while the grout was dislodged, instead allowing the force to be applied above ground.

For more information about the safety awards, contact Jenna Conaway at the BX.

## 2011-2012 BX Safety Achievement Award Winners

Anderson Concrete Corp.  
Bruner Corp.  
Capital City Electric, LLC  
Capital Fire Protection Co.  
Custom Air Conditioning and Heating Co.  
Elford, Inc.  
George J. Igel & Co., Inc.  
Heiberger Paving, Inc.  
Lang Masonry Contractors, Inc.  
Lend Lease  
Limbach Co. LLC  
Messer Construction Co.  
R.W. Setterlin Building Co.  
Ruscilli Construction Co., Inc.  
Sauer Group, Inc.  
Settle Muter Electric  
Speer Mechanical  
The Paul Peterson Co., Sign Division Inc.  
The Superior Group, A Div. Of Electrical Specialists, Inc.  
TP Mechanical Contractors  
Turner Construction Co.

## BX JOB BOARD

# Let the BX promote your summer job openings



Take advantage of our summer bonus and let the BX Job Board help you fill those job openings.

When you place your job opening on the BX Job Board, [bxjobs.com](http://bxjobs.com), now through July 31, you will receive two additional weeks **FREE!**

Contact Sanda Elkins (ext. 216) at the BX with any questions.

#### Job Board Rates

- Two weeks: \$100 for members; \$200 for nonmembers
- Four weeks: \$125 for members; \$250 for nonmembers
- Six weeks: \$150 for members; \$300 for nonmembers

Check it out at [bxjobs.com](http://bxjobs.com)!

## Meet THE CLASS OF 2012

# THE BX EXECUTIVE LEADERSHIP EXPERIENCE

The BX Executive Leadership Experience (BXLX) is a nine-month program in which a small group of professionals are educated and coached by nationally-recognized experts in construction leadership and business development.

Presenters are from FMI and Advanced Performance Group of Denver, Reputation Management Associates, the John Glenn School of Public Affairs at OSU and Project Management Consultants, LLC of Cleveland.

This is the inaugural year for the 10-session program, with a class of 20 managers from Exchange member firms. This is what participants are saying about the BXLX:



### Christian Bradford, President Capital Fire Protection Company

**Years in the industry:** 12

**Why he's participating:** We've always placed an emphasis on a well-trained staff, and felt this was a great opportunity to focus on our management.

**The program he's found most beneficial:** To be able to sit in a room with so many great industry peers, sharing and discussing relevant topics presented by top-level people in their fields, is invaluable. To be able to discuss our industry away from the jobsite gives you a fresh look at the issues we all face.

**Why he would recommend BXLX:** The interaction and networking with your classmates away from the tensions of specific projects is priceless. Add to that the highest quality of presenters and information – there really are very few opportunities of this nature.

If you are a leadership-level manager in an Exchange member firm, consider investing in your future and your company's future. Applications for the BXLX Class of 2013 are now available. For information on enrolling, contact Cathy Blackford, BX executive director, at ext. 234 or [cblackford@bx.org](mailto:cblackford@bx.org).



## Skilled tradesmen nominated for BX Craftsmanship Award

Twenty-nine local tradespeople have been nominated for the 2012 Builders Exchange Craftsmanship Awards.

The annual awards program honors local tradespeople who exceed industry standards on work performed within the past year.

A panel of industry professionals will begin the judging process this month, and winners will be announced in July.

The following individuals have been nominated for a Craftsmanship Award this year:

**Phil Barber** (George J. Igel & Co., Inc.)  
Nominated by: Mark Dyer (George J. Igel & Co., Inc.);

**Don Bringardner** (Mid-City Electric Co.)  
Nominated by: James Dew (Mid-City Electric Co.);

**Kenny Brown** (Bruner Corp.)  
Nominated by: Mark Klingler (Bruner Corp.);

**Robert Brown** (The Superior Group)  
Nominated by: Bob Shonkwiler (The Superior Group);

**Jeff Culp** (The Superior Group)  
Nominated by: Bob Shonkwiler (The Superior Group);

**Scott Curry** (Mid-City Electric Co.)  
Nominated by: Andy Hoh (Messer Construction Co.) and Jamie Murray (Mid-City Electric Co.);

**Jeff Dolby** (Speer Mechanical)  
Nominated by: Dale Witte (Speer Mechanical);

**Jamie Elkes** (Bruner Corp.)  
Nominated by: Mick Newman (Bruner Corp.);

**Ron Elswick** (The Superior Group)  
Nominated by: Kraig Coe (The Superior Group);

**Chad Fannin** (Integrated Building Systems)  
Nominated by: Chip Chapman (Integrated Building Systems);

**Dave Green** (Mid-City Electric Co.)  
Nominated by: Phil Shaub (Mid-City Electric Co.);

**Bruce Haines** (Sauer Group, Inc.)  
Nominated by: Andy Hoh (Messer Construction Co.);

**Rusty Henley** (Mid-City Electric Co.)  
Nominated by: Phil Shaub (Mid-City Electric Co.);



**Doug Linnabary** (Bruner Corp.)  
Nominated by: Mark Klingler (Bruner Corp.);

**Tony Love** (Reitter Stucco & Supply Co., Inc.)  
Nominated by: Beth Mulick and Andy Quinn (Quandel Construction Group, Inc.);

**Justin McCullough** (Integrated Building Systems)  
Nominated by: Chip Chapman (Integrated Building Systems);

**Todd Monnin** (Baker Concrete Construction, Inc.)  
Nominated by: Jay Segura (Baker Concrete Construction, Inc.);

**Steve Offenberger** (Lang Masonry Contractors, Inc.)  
Nominated by: Steven Leonard (Lang Masonry Contractors, Inc.);

**Martin Oty** (Karst & Sons Masonry, Inc.)  
Nominated by: Pam Girard (Hamilton Parker Co.);

**Steve Overly** (Hilliard Glass & Service)  
Nominated by: Darren Taylor (Hilliard Glass & Service) and Jennifer Son (Braun & Steidl Architects);

**Dana Penrod** (Settle-Muter Electric, Ltd.)  
Nominated by: Jim Harrison (Settle-Muter Electric, Ltd.);

**David Ranke** (Speer Mechanical)  
Nominated by: Dale Witte (Speer Mechanical);

**Nick Reed** (Converse Electric, Inc.)  
Nominated by: Chris Converse (Converse Electric, Inc.);

**Mike Roberts** (Speer Mechanical)  
Nominated by: Kip Honesty and Mike Shuman (Speer Mechanical);

**John Schiff** (The Superior Group)  
Nominated by: Bob Shonkwiler (The Superior Group);

**Dan Sime** (Mid-City Electric Co.)  
Nominated by: Phil Shaub (Mid-City Electric Co.);

**Ed Sutherland** (Limbach Co. LLC)  
Nominated by: Patti Springer (Limbach Co. LLC);

**Luke Todd** (George J. Igel & Co., Inc.)  
Nominated by: Mark Dyer (George J. Igel & Co., Inc.), and

**Jason Ziegler** (Limbach Co. LLC)  
Nominated by: Patti Springer (Limbach Co. LLC).

Thank you to our Award Sponsors



# Maximize your membership investment

Meet the BX partners-in-service and see how much money they can save your firm at an informal luncheon at the BX on Wednesday, May 30. See how participating in one, several or all of the exclusive, cost-saving programs the BX offers can potentially save you thousands of dollars each year!

Plus, you will learn about the networking, marketing, educational and professional development opportunities the BX offers members. We want to make sure you maximize your membership investment.

In 2011, BX members collectively saved more than \$3 million by purchasing products and services from BX partners-in-service. Let them provide you with a free cost-savings analysis – so you can see right away what they can do to help your company.

"We recently joined the BX for the networking opportunities. After attending the February luncheon, I realized there is so much more we can take advantage of. The BX makes it easy to save time and money," said Sarah Schaff, administrative assistant at PDS Systems, LLC. Founded in 1994, PDS Systems, LLC is a fire detection and prevention technologies firm.

The luncheon is FREE to attend, but reservations are required since space is limited. Register online at [bx.org](http://bx.org) or contact Stacey Kruse (ext. 226) at the BX or [skruse@bx.org](mailto:skruse@bx.org).

*The BX makes it easy to save time and money.*  
— Sarah Schaff,  
administrative assistant  
(PDS Systems, LLC)

# Don't get caught off-guard again!

Whether it happens during a client presentation or in the field, being unprepared to answer those difficult questions can make for a sticky situation.

Give your team the tools they need to quickly take control of the situation and get the message across they want to convey. Register today for "How to Answer Difficult Questions: Responding with Confidence" to be held this Wednesday, May 16 at the BX from 1 to 4:30 p.m. Program cost is \$329 for employees of BX member firms and \$429 for nonmembers.

In this half-day workshop you will learn:

- how to stand on your feet and deliver a convincing response to difficult questions
- to take control even when questions get nasty
- effective ways to make your point in a tense situation
- how to stay on-message, no matter the circumstances
- four specific response techniques

Don't let a difficult question take away your credibility! Anyone from seasoned leaders to your newest manager, including project managers, team leaders, superintendents or others in management roles will benefit from this program.

Register online at [bx.org](http://bx.org) or contact Melanie Kitchen (ext. 215) at the BX.

## Are you concerned about being paid on time?

What steps do you take to assure payment on private projects? Have you ever wanted to know how to confirm financing is truly in place?

Attend the BX seminar "Private Funding" and get answers to these questions and more from professionals

who can help you and your company get paid.

Private Funding is scheduled for Tuesday, June 5, from 11:30 a.m. to 1 p.m. at the BX. The professionals leading this seminar will be Mike Martin, Executive VP, Managing Director of Real Estate Banking

(PNC Bank) and David Conrad, Partner, Real Estate Group (Bricker & Eckler LLP).

The cost to attend is only \$50 for employees of BX member firms and \$100 for nonmembers. You may register online at [bx.org](http://bx.org) or contact Pam Austin (ext. 222) at Exchange.

EVENT PROVIDES NETWORKING AND TAX DEDUCTIONS

## Golf Outing to benefit Builders Exchange Foundation

Your foursome will have a great opportunity for golfing and networking at the Exchange's annual golf outing on Thursday, June 21.

The BX golf committee is pleased to announce that golfers will have the option of playing on two outstanding courses: Kinsale Golf and Fitness Club and Scioto Reserve Country Club. Check-in at each course is from 7 to 8 a.m., followed by a shotgun start at 8:30 a.m.

Post-play action will be at the "19th hole" in the Scioto Reserve Event Center. Doors open at 1:30 p.m. A buffet lunch will be served with a streamlined awards presentation to follow. Non-golfers are encouraged to join in the festivities as well.

Your \$725 foursome fee includes a

continental breakfast, cart and greens fees, skins game and lunch. Tickets for lunch only are \$45 per person.

The BXF Construction Open raises funds for the Builders Exchange Foundation which supports efforts in construction workforce development, industry image enhancement, expanded education opportunities and improved industry business practices.

Online registration is available at [bx.org](http://bx.org).

For more information or to register by phone, contact Deb Murphy (ext. 233) or Pam Austin (ext. 222) at the Exchange.



Gain valuable exposure as a 2012 BXF Construction Open sponsor:  
Hole Sponsor .....\$325  
Beverage Sponsor .....\$75

### Hole sponsors receive:

- first choice of course for play
- signage at sponsored hole
- company recognition at "19th Hole"
- promotion in the Exchange newsletter
- free raffle ticket for this year's drawing
- special prize drawing
- a tax deduction of \$295

### Refreshment sponsors receive:

- company recognition at "19th Hole"
- promotion in the Exchange newsletter
- special prize drawing
- a tax deduction of \$75

*Thank you*  
to our sponsors



CCI BENEFIT SOLUTIONS  
HEALTH • WEALTH • WISDOM  
cart sponsor

STAPLES Advantage  
registration and lunch sponsor

2013 MEMBERSHIP DIRECTORY

## Have you returned your Company Information Form?

Time is running out to be included in the 2013 BX Industry Resource Guide and Membership Directory!

As a BX member, the Guide is the most effective, affordable way to put your company's name, products and/or services into the hands of your local commercial construction industry – both in print and online!

*It's Effective:* The Guide concentrates your efforts on the key markets who are looking for your products and/or services. The 2013 Guide will be distributed to 3,500 hand-picked area engineers, architects, building owners and managers,

purchasing agents, contractors, suppliers and government agencies.

*It's Affordable:* Advertising opportunities include:

- **Classified Listings Bundle:** List your company under as many as 30 different categories for only \$265.
- **Highlighted Text Ad:** Add your company logo and web site in a highlighted blue box to make sure your company stands out for only \$110.
- **Value Package:** List your company under three categories plus add a highlighted text ad for only \$160.

So the real question is – how will your company be represented in the 2013 Guide?

Call Becky Covey (ext. 232) or Sanda Elkins (ext. 216) at the Exchange today to make sure your company will be found both in print and online.

**Don't wait** – the deadline to return your Company Information Form for the 2013 BX Industry Resource Guide and Membership Directory is **Thursday, May 31st.**

## Labor and employment attorney to present "Employee Policy Handbook Essentials"

Employee handbooks are important to have so employees know what to expect and what is expected – and they provide employers legal protection – if used properly. Make sure you understand what should

– and should not – be included in your handbook.

"Employee Policy Handbook Essentials" will be held at the BX on Wednesday, June 6 from 8 to 9:30 a.m. and the cost is \$50 per registrant.

Whether you are just putting your policy book together or want a refresher on current policy essentials, anyone with the role of HR at your company is encouraged to attend.

Attorney Gary Batke with the

firm Bailey Cavallieri, LLC specializes in Labor and Employment and will present the program.

All participants will leave understanding how to correctly create and maintain a policy book

and how to implement new policies. A policy checklist will also be distributed.

Register online at [bx.org](http://bx.org) or contact Melanie Kitchen (ext. 215) at the Exchange.

## Bid List

Plans and specifications for the following jobs out for bid are now available in the Builders Exchange/Dodge Plan Room for review by BX and Dodge members (\*indicates an addendum). The plan room number is 614/486-6575. If calling to inquire about faxing a specific bid, please have the Dodge bin or table number available. A more extensive bid list may be found on the BX website, [bx.org](http://bx.org).

MAY 16, 11AM B#334 \* Portage – AWP DCS (Water Plant Improvements) 5002WC0036 (201100575867) Est. Cost: \$709,148 (Owner: City of Akron Engineering Bureau)  
MAY 16, 3PM DWR#57 \* Franklin – E. 25th Avenue/Joyce Avenue Stormwater Sys Improvements CIP610756 (200700664461) Est. Cost: \$1,000,000 - \$2,000,000 (Owner: City of Columbus Div of Sewers & Drains Sewer Sys)  
MAY 16, 3PM B#331 Greene – Rona Booster Pump Station & Kauffman Ave Pump Station (A) Rona Booster Pump Station/Distribution System (IMPROV)

(B) Kauffman Avenue Pump Station (Replacement) Est. Cost: \$1,705,939 (Owner: City of Fairborn Water Department)  
MAY 17, 12PM B#202 \* Marion – Wastewater Treatment Plant (IMPROV) (201100522475) Est. Cost: \$3,220,000 (Owner: Village of Waldo)  
MAY 23, 2PM B#208 Lucas – 793 Monclova Road Sanitary Sewer (IMPROV) - Phase 3 793A (A) Pump Station-Sanitary Sewer (B) South Route (C) North Route (201000482125) Est. Cost: \$1,128,486 (B) \$534,471 (C) \$594,015 (Owner: Lucas County Board of Commissioners)

MAY 23, 3PM DWR#58 Franklin – Southwesterly Compost Fac Stormwater Diversion Swale (IMPROV) (201200486502) Est. Cost: \$1,000,000 (Owner: City of Columbus Div of Sewers & Drain Sewer Sys)  
MAY 25, 12PM TBL#08 Clark – WWTP Wet Weather & Capacity (IMPROV) (200900541855) Est. Cost: \$4,021,512 (Owner: City of Springfield Purchasing Agent)  
JUN 06, 3PM DESK Franklin – Hap Cremean Water Plant (Treatment Improvements) (Contr 1151) 690430100001 (200500847451) Est. Cost: \$60,000,000 (Owner: City of Columbus Div of Power & Water-Water Supply)

\*\*\* BIDS JUST RECEIVED \*\*\*

MAY 16, 3AM B#234 Hamilton – Northwest High School & Colerain High School (RENOV) (201100589766) Est. Cost: \$1,750,000 (Owner: Northwest Local

School District)  
MAY 16, 1:30PM CD Wood – 2012 Masonry Restoration (BGSU) (A) Bid 1 – Hanna Hall (B) Bid 2 – Moseley Hall (C) Bid 3 – Technology Building (D) Bid 4 – Eppler North Building (E) Bid 5 – Family & Consumer Science Building (F) Bid 6 – Moore Music Center (G) Bid 7 – Shatzel Hall (201200497713) Est. Cost: \$749,000 (A) \$45,000 (B) \$35,000 (C) \$310,000 (D) \$25,000 (E) \$18,000 (F) \$300,000 (G) \$16,000 (Owner: Bowling Green State University Purchasing Dept)  
MAY 17, 11:30AM SHELF C \* Licking – Gratiot Water Line Ext. & Timber Run Water Pump (Upgrade) (201200491378) Est. Cost: \$970,000 (Owner: Muskingum County Board of Commissioners)  
MAY 17, 12PM B#204 \* Franklin – Recreation Focs Security Cameras/Ltg/Fire Alarm

(IMPROV) (201200498861) Est. Cost: \$1,200,000 (Owner: City of Columbus Recreation & Parks Commission)  
MAY 18, 1PM CD Athens – 2012 Water System (IMPROV) (201200421183) Est. Cost: \$981,000 (Owner: City of Athens Engineering & Public Works)  
MAY 18, 1PM B#365 \* Meigs – Pomeroy Water/Sewer Sys Improvements & Hydrant Replacement (201200495195) Est. Cost: \$990,000 (Owner: Village of Pomeroy)  
MAY 22, 10AM B#366 Licking – Raccoon Creek Interceptor Sewer (Replacement) (201100673816) Est. Cost: \$8,900,000 (Owner: City of Newark Public Service Department)  
MAY 22, 1PM B#228 Perry – Waterline Replacement (201200496164) Est. Cost: \$900,000 (Owner: Village of New Straitsville)  
MAY 22, 2PM B#215 \* Franklin

– Furnishings/Fixtures and Equipment (Reynoldsburg HS) (201200500042) (Owner: Reynoldsburg City School District)  
MAY 22, 2PM CD Wayne – Wayne County Maintenance Facility DOT110002 (A) Site & Site Accessories Package (B) Salt Storage Structure (C) Mixing Structure (D) Office Maintenance Building (E) Truck Storage Building (F) Cold Storage Building (201100542554) Est. Cost: \$5,088,700 (Owner: Ohio Department of Transportation Purchasing)  
MAY 30, 3PM DWR#53 Franklin – First Avenue Combined Sewer Inflow Redirection (200700881879) Est. Cost: \$1,700,000 (Owner: City of Columbus Department of Public Utilities)  
JUN 01, 11AM CD Delaware – Glenn Parkway Construction (201200500718) Est. Cost: \$1,390,000 - \$1,620,000 (Owner: City of Delaware)

CCI Benefit Solutions will be hosting monthly seminars to support their mission to promote health, protect wealth and share wisdom with their customers.

CCI BENEFIT SOLUTIONS  
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